

MISS QUITO OF HAWAII

UNDESIRABLE RESIDENT ISLANDERS ARE TRYING TO GET RID OF



CONVICTS WORKING ON THE HIGHWAY. TYPICAL BREEDING PLACE IN MAHAI DISTRICTS, HONOLULU.

Previous to the year 1826 mosquito was unknown in Hawaii. During that year they were brought to the port of Lahaina, on the island of Maui, in the ship "Wellington" from San Blas, Mexico. The story, as told by the late Rev. William Richards at that time in charge of the Mission station at Lahaina is as follows: Mr. Richards was returning to Lahaina one evening and met a native who informed him that there was a new "fly" in the place. The native described the insect as being a very peculiar "fly" that made its presence known by a "singing" in the ear. Shortly after this, Mr. Richards being on the outlook for the new fly, heard the "singing" in his ear and recognized the sound as that of the mosquito, which up to that time had never been seen or heard of in the islands. Furthermore, up to the year 1826 there was no word in the Hawaiian language for mosquito. The native term is "makika," a corruption of the word mosquito. Lahaina was at that time the port for incoming and outgoing ships. It is easy to understand that the ships coming here were few and far between and how general opinion would center on the ship "Wellington" as the carrier of the pest.

Since the mosquito introduced in 1826 on the ship "Wellington" was a so-called "night" mosquito, the writer infers that the species determined as *Culex pipiens* Linn., so abundant and widespread here, was the one introduced at that time. The two species of *Stegomyia* or "day" mosquitoes were introduced during the present generation.

The mosquitoes were a long time spreading over the islands. Two generations ago there were many districts entirely free from this pest. To-day such places are exceptional. In the eighties there were no mosquitoes at Makawao on the same island as Lahaina. Makawao is some 50 miles from Lahaina "as the crow flies," with a mountain range nearly 6,000 feet in elevation intervening. The building of roads, making settlement and communication possible, and the intimate inter-island communication of late years, has so favored the distribution of this pest that only a few places at the higher elevations can offer to visitors the inducement that the district is free from mosquitoes.

The abundance of mosquitoes in Hawaii may be accounted for by the facts that up to this time there has been no effort to do away with their breeding places, that the number of natural breeding places is unusually large, and that the pest is not checked at any season of the year by climatic conditions, it being possible for them to breed uninterruptedly during the entire year.

A tropical country is an out-of-door country and the mosquito problem becomes at once a serious question. Heretofore the only effort directed against the mosquito nuisance in the Hawaiian Islands has been to secure protection from the adult by screening the houses, the use of nets over beds at night and the burning of bupach or insect powder. These methods are more or less successful in obtaining individual relief, but in no manner do they lessen the numbers of the pest or remove the source of the nuisance.

A conservative estimate, based on figures furnished the writer by the wholesale importing houses of Honolulu, places the sum annually spent in these islands for insect powder, wire mosquito cloth and mosquito netting at \$27,243 of which \$7,098 is for insect powder, \$9,735 for wire mosquito cloth and \$10,500 for mosquito netting. These figures are based on the retail price and do not include a great quantity of cheaper grades of open-mesh cloth sold to orientals and the poorer classes. A landlord cannot think of offering a house or room for rent and expect a ready tenant unless he is able to insert "mosquito-proof" in the announcement, and nets are a household necessity in homes that cannot afford screening. If the above amount of money was judiciously spent in ridding the communities of this territory of the breeding places of mosquitoes, permanent relief could be secured. In reviewing the life-history of the mosquito it is evident that the fight against the adult is futile and that the effort of control must be directed against the breeding places of the insect.

It is the common opinion here that the taro patches and rice fields are mainly responsible for the abundance of the mosquitoes. They do breed to some extent in these places, but the writer has found the source of mosquitoes, even in the immediate vicinity of taro patches and rice fields to be

mainly the many exposed receptacles filled with standing water, common about the laborers' quarters. It is not in the fields, moreover, but about them in the clogged ditches and about the sides, where the water remains comparatively shallow and unchanged that the larvae are found. The writer has, however, found that in abandoned rice fields, where the water stands in more or less confined areas for a great length of time, the larvae do occur in large numbers.

In the outlying districts, where city water is not supplied and rain water must be stored for use, the many containers used for this purpose, especially about the native houses and Chinese shacks, are by far the greatest source of mosquitoes. The writer has counted as many as 17 tubs, barrels and other containers about one native house all breeding mosquitoes in immense numbers.

Generally speaking, the extermination of the mosquito can not be accomplished. The remedy is by a systematic and continuous effort to do away with their breeding places or, if that is not practical, by the proper treatment, to render the conditions unfit for the development of the larvae. In favored localities this will result practically in extermination.

D. L. VAN DINE,
Entomologist, Hawaii.

NOT LIKE ENGLAND'S DANDIES.

Valet Gave American Millionaire a Few Pointers on Dress Togs.

The valet applied the blacking with his fingers, being very careful not to soil the boots' white tops.

"You Americans," he said, "have the cash, but you hain't got no such dandies as 'as London. Me former marster, the young Marquis of Carabbas, 'as a separate pair of boots. The boots cost him £3 hup, the trees from £2 hup. You don't do that sort of thing 'ere. You hain't hup to it."

"Carabbas 'as two tailors, one for sportin' togs, one for dress togs. Heach tailor 'as a stuffed manikin, a perfect model of his luhship, to fit the clothes on to. I hain't seen no manikins 'ere."

"Carabbas and all his family—hit's a common thing among the swell-hailers sends their linen to the south of France to be washed. Them there French laundresses is splendid; the southern sunshine, too, bleaches the stuff wonderful; but you, sir, well, you're content with a steam laundry wot works hamobinable."

"Yer English swell 'as town clothes and country clothes. In town he only wears dark, shiny things—top 'ats, black tail-coats, dark blue or black overcoats. In the country he wears lounge or sack suits, flannel shirts, gait overcoats, tan boots. But over 'ere you don't hobserve them distinctions. You wear country clothes in town. You can't deny it, sir. I see it hoften."

"I'll try to learn, Algernon," said the young millionaire humbly, as he got ready for his bath.

"Well, you're in good 'ands, sir," said the valet in an encouraging tone.

"Listen to me, and you'll soon be hup to snuff."

Manuel Garcia's Simple Life.

The just published biography of Manuel Garcia, by Mr. S. Mackinlay, contains some interesting details of the daily habits of that distinguished personage, who died at the age of 102. It is recorded that he led the simplest of lives:

His lunch invariably consisted of the same simple fare—some sponge-cake and a pint of milk, which would be fetched from a baker close by by my younger brother Charles. I asked Señor Garcia once if he did not feel hungry long before dinner, teaching as he did all day on such slender diet. "No," he answered, "I don't feel half the discomfort from waiting that I should if I took a hearty meal in the middle of the day and then tried to teach immediately afterward. Besides, I don't really need it. Most singers and teachers of singing eat more than they should. A man with moderate teeth, such as I have, can grow old on sponge cake and milk!" And he lived for more than 30 years after that to prove the truth of his remarks.

\$20 Bill Torch Stops Train.

With his foot caught in a cattle guard, and a train rapidly approaching, Stewart Dunbar of Des Moines ignited a \$20 bill and, waving it above his head, succeeded in attracting attention of the crew. He escaped death. He had some \$10 bills but they would not burn because they were green.—Chicago Tribune.

BUILDING UP TRADE

SOME THINGS THE MERCHANTS SHOULD NOT OVERLOOK.

POPULARITY WINS SUCCESS

Methods of Advertising to Bring Desirable and Lasting Results—Comparison of City and Country Stores.

"How can I make my store a popular trading place?" is the question asked by hundreds of retailers. The answer is simple—just make it popular. "But how?" asks the merchant. There are various ways, but like the eleven hundred sects comprising Christianity, with the reaching of Heaven the aim of all, each way is to attain the same end, and that is publicity. In these days of live competition it is the live, up-to-date merchant that gets there every time. This class of retailers will have his store a model one, the arrangement of his well-selected assortment of goods so as to give the greatest display and attractive to the eyes of his customers; will keep fully informed as to latest trade methods, have clerks who are salesmen, and must be a judicious and excellent advertiser.

There is little use in filling the columns of the papers with attention-attractors and not be able to make good when the expected customer calls at the store. In the small town the merchant who tries to follow some of the methods of the city stores will fail. Above all other things he must be honest in his advertising. He must value the truth when telling in the columns of the local paper what bargains he has. His customers are generally steady ones; week in and week out they visit his place. Much trade in the cities is of a migratory class. The keepers of shops are out for the money, and they little care how they get it. If they can sell the visitor to the store a suit of shoddy clothes for what pure wool is worth, all right. He may be from some country town, and not know the difference. Sell the same class of clothes in your home town to the same buyer, you might lose not alone his trade but the trade of his neighbors. It pays to be honest in your advertising.

The merchant who has gained the reputation for square dealing has a capital that is sometimes better than money. He is sure to gain and retain customers, and his reputation goes a big distance with the jobbing houses. In fact, he will get the best of the deal all around.

Unless advertising brings returns it is money thrown away. But whether advertising makes good or not depends upon how it is done. Ethics of the medical profession prohibits doctors doing other advertising than the simple publication of a card giving the title and address. The quack, who realizes that there is virtue in printer's ink, publishes columns after column or full pages when he advertises. He makes it win. He tells the people in an interesting way that he has the goods to deliver, whether he has or not, and he makes them believe him. Just the simple statement that "George Brown & Co., Grocers," are located in a certain town, hasn't much pulling power. It is money given to the printer "just to help him." The printer does not need such help. He wants his paper to be a trade puller, to benefit its advertisers. The wise editor will see that his merchant advertisers use advertising space properly. It is to his advantage as well as the merchant's advantage that this is done.

When you advertise, consider the amount it costs the same as you do the money that you pay for goods. The only difference is that you can pay money for goods, keep them on your shelves for years if the people don't know that you have them; the money you pay the printer is for letting the people know that you keep goods for sale and to make the selling part easy. Judicious spending of money for the right kind of advertising cannot fail to win in the end and pay a better percentage of profit than is afforded in the same amount being spent in goods.

D. M. CARL.

Investment of Surplus Cash.

It appears that any legitimate money-making proposition need not seek to sell its stock among the people all over the land. There is always ample capital securable for sound enterprises that will pay even five or six per cent. on the investment. It is well to beware of the companies that advertise their stocks for sale with the promise of a rapid advance in value, and large dividends. If there were a certainty of these accomplishments it would not be necessary for the promoters to go beyond the first good banking institution in their way to secure all the funds necessary to carry on the business.

For Extending Canada's Trade.

A special commissioner sent over by the British board of trade to find means of extending Canada's trade with England reports, says Consul-General Bradley, of Montreal, that 122 of the leading manufacturing firms in the United States have operating branches in Canada, and that from \$25,000,000 to \$75,000,000 of American capital is invested in Montreal alone.

Power of the Home Press.

One of the most powerful influences of the country is the home press, the local papers. The editor can do much for his town if he only will, and if he receives the support that he merits from the business interests of the place where he may reside. His interests are the people's interests; the people's success his success.

WHAT FOLK CONSUME

Business Always Regulated by the Wants of the People.

It is an established principle that the consuming capacity of the people averages just so much year after year, and fluctuates according to business and financial conditions. As new things are brought into use, perhaps the per capita expense of living increases and becomes adjusted to changed conditions. Then it is reasonable to believe that so far as the consuming capacity of the United States is concerned it will grow according to the increase in population, and the educated tastes of the people.

Whether conditions that have been found practical and afford an equitable compensation to all engaged in trade are to be continued, or whether the tradesman known as the retailer is to be cut out of the game and the people supplied directly through the manufacturer and his direct representative is an important question. One of the systems that is far reaching in its baneful effects is the mail-order system. About 50 per cent. of the people of the United States live in agricultural sections. It is from these agricultural districts that the mail-order houses draw the trade, not from the cities. The question is whether it is best for the masses that these mammoth houses in the large cities drive the small merchants out of business or not? Is it to the advantage of the manufacturers and the jobbers that the large houses continue to grow? The existence of these houses has nothing to do with the consuming power of the people. Their existence does not increase trade an iota. Why, then, should the people patronize them, and why should manufacturers and jobbers give them support by supplying them with goods? It may be that a charge of discrimination would be made against concerns that refused to sell. The catalogue house should not have any advantage over the dealer in the small town, and soon the masses would discover that there was nothing to be gained by patronizing the distant houses.

VALUE OF GOODS.

Snap-Hunting Often Means Loss of Money and Time.

Snap hunting rarely pays. People should fix in their heads the fact that gold dollars can never be purchased for 90 cents, unless there is 10 cents' worth of gold worn off. The same with goods. Values must be lowered either by over production, out of date styles, or some other circumstances. Now and then a concern is forced to sell in order to meet obligations. Then things go under the hammer, and there may be a chance to get goods much below real values. But the matter of buying standard goods at sacrificial prices through regular trade channels should be carefully considered. When a lot of goods are offered at a cut rate, at so low a price that it is apparent someone must lose by the transaction, look out for a "nigger in the fence." The goods may be of inferior quality, and not the kind a respectable merchant would care to offer to his patrons.

Sound Foundation Required.

There is little use in trying to build up a great town in a locality where there is not the material to sustain it, and where there are only resources for the support of a hamlet. Towns of importance exist only where there are certain natural advantages, resources that can be utilized in manufacturing, territory sufficiently large to command extensive trade, or some other favorable condition. In certain districts manufacturing must be the economy of things be confined to such lines as can be advantageously produced. In manufacturing there are many factors. There must be considered the cost of fuel, the raw material, the labor and most important are the transportation facilities.

Blessing of Good Roads.

The town that has good roads leading to it is blessed. Surely there is no more disagreeable thing, nor anything more adverse to the business interests of a place than impassable, boggy roads. There is little excuse for poor roads in the well settled community. It may in the beginning be somewhat expensive to put the roads in order, but in the end it will prove that the saving in wear and tear on wagons and horses will well repay all the additional expense. And to the town good roads are almost vital. The average farmer would rather drive three or four miles farther to a town over good roads than do his trading when it is necessary to go hub deep in the distant houses.

Good Roads Movement.

The good roads movement has taken a firm hold in the agricultural sections of the middle west. Good roads mean savings aggregating millions of dollars yearly to the farmers, and to the merchants of the towns as well. The prize-offering for sections of road leading into towns is a stimulant, and once interest is thoroughly aroused the work demonstrates the benefits to be had, and there is little trouble in having the highways kept up to a high standard.

Title Goes with Degree.

Unmarried women who dislike the thought of bearing the school girl title of "Miss" to their graves will be inclined to envy Dr. Yella Reising, who, although unmarried, is legally entitled to be addressed as Frau Dr. Reising. The title of frau, it seems, goes with the medical degree. Dr. Reising is now one of the operating surgeons at the tenna hospital.

Farmers and Merchants Bank

Clinton Street, Hickman, Kentucky.

...ABSOLUTE SAFETY IS THE BASIS...

That we offer to depositors.

Other inducements are of secondary importance.

Upon this Guarantee we Solicit Your Patronage.

H. BUCHANAN, President.

J. A. THOMPSON, Cashier.

DIRECTORS

H. Buchanan, J. J. C. Bondurant, G. B. Threlkeld, J. W. Alexander, T. A. Ledford, R. M. Isler, Dr. J. M. Hubbard.

THE SAFEST AND QUICKEST WAY TO TRANSFER MONEY

IS BY

LONG DISTANCE TELEPHONE

FOR RATES APPLY TO LOCAL MANAGER

CUMBERLAND TELEPHONE & TELEGRAPH CO.

Letter Heads Statements Bill Heads Envelopes Cards

Anything and everything in the way of high-grade commercial printing. Our assortment of job type is complete, our press facilities of the best, and our workmen true typographical artists. This tells all the story of our facilities for doing job printing of the right kind at the right prices.

Cards Envelopes Bill Heads Statements Letter Heads

J. W. Roney. W. J. McMurray.

Roney & McMurray, LAWYERS.

Practice in all the courts in the State.
Deeds, mortgages and all kinds of contracts.
Notary Public in office.

HICKMAN, KY.

Office over Holcomb's drug store.

B. T. DAVIS, Attorney at Law

HICKMAN, KENTUCKY.

Will practice in all the courts in the State. Office on east side Davis Block.

Meet Your Friends

—AT—

Lauderdale's Tonsorial Parlors

Best in Hickman. Hot and cold baths; electric lights and fans, hydraulic chairs and everything for comfort.

Clinton Street, Hickman, Ky.

Next door to Jones' Cafe.

Cash Book Store

Splendid Selection...

New Books, Stationery, Post Cards, Notions, Etc.

Call and see our stock. Everything up-to-date.

Mary Berendes & Company

Davidson & Stubbs

DENTISTS.

OFFICES:
Hickman, Ky.—Over Cowgill's drug store.
Union City, Tenn.—In C. B. A. building.



Don't Preach About Home Trade

and at the same time send your orders for job printing out of town. Your home printer can do your work just as good, and in nine cases out of ten he can beat the city man's prices, because he pays much less for running expenses. By sending your next printing order to this office you'll be better satisfied all around, and you'll be keeping the money at home.

WE PRINT SALE BILLS

AND PRINT THEM RIGHT